

# Specifications of the Salesforce CPQ-301 Desktop Practice Test Software



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Salesforce CPQ-301 exam covers a wide range of topics, including pricing and product configuration, product bundles, quote templates, and order management. Candidates must have a strong understanding of the Salesforce platform, including its core functionalities and CRM capabilities. CPQ-301 exam requires a deep understanding of Salesforce CPQ and its integration with other Salesforce products, such as Sales Cloud and Service Cloud.

Salesforce CPQ is a powerful tool that helps businesses streamline their sales process and improve their productivity. It enables sales teams to quickly generate accurate quotes and proposals while ensuring pricing and discounts are accurately calculated. By earning the Salesforce CPQ-301 Certification, professionals can demonstrate their expertise in configuring and administering Salesforce CPQ solutions, making them valuable assets to any organization that uses Salesforce.

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Salesforce CPQ-301 (Configure and Administer a Salesforce CPQ Solution) Certification Exam is a professional-level certification program designed for individuals who wish to demonstrate their expertise in configuring and administering Salesforce CPQ solutions. Salesforce CPQ is a powerful tool that enables businesses to streamline their sales processes, increase productivity, and improve customer experience. Configure and Administer a Salesforce CPQ Solution certification exam verifies the candidate's knowledge and skills in configuring, administering, and troubleshooting Salesforce CPQ solutions.

## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q184-Q189):

#### NEW QUESTION # 184

A User tries to add a specific product to the quote and has typed the full Product Name into the Product Name search filter and clicks apply, but does not see the product in the search results. What is the reason why this product is not displayed?

- A. A product rule is firing
- **B. A hidden search filter was set**
- C. "Sort Products in Memory" is enabled.
- D. A quote process is active.

**Answer: B**

#### NEW QUESTION # 185

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- **A. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.**
- B. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- D. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.

**Answer: A**

#### NEW QUESTION # 186

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date.

Which date will CPQ use to calculate the prorate multiplier?

- A. The earliest date
- **B. The Quote date**
- C. The latest date
- D. The Quote Line date

**Answer: B**

#### NEW QUESTION # 187

Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products. However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.

Which strategy should UC apply?

- A. Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- **B. Create a Filter Product Rule and Product Action with Type set to Optional Filter.**
- C. Set the Default field on the Add Products Custom Action to TRUE.
- D. Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.

**Answer: B**

#### NEW QUESTION # 188

For a quote with a Subscription Term of 18 months, what is the calculated price for the standard pricing fields?

- ☐ A)
- ☐ B)
- ☐ C)
- ☐

D)

- A. Option A
- B. Option B
- C. Option C
- D. Option D

Answer: A

## NEW QUESTION # 189

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